



Marcia A. Hatch

PARTNER

Ann Arbor

P +1 734 585 2220

Silicon Valley

P +1 650 321 2400

Marcia is the founding partner of the firm's Ann Arbor office and practices in our Ann Arbor and Silicon Valley offices.

After spending 15 years practicing in Silicon Valley, Marcia led the firm's effort to establish a presence in the Midwest as the founding partner of the firm's Ann Arbor office. Marcia maintains a robust company and investor-side practice in the Midwest while continuing her active corporate and securities practice on both coasts.

Marcia is committed to investing time and energy with entrepreneurs and investors from the incorporation stage onward. Marcia works closely with executive teams and boards on strategic decisions and then focuses on implementing the company's plans as seamlessly and efficiently as possible. Her clients frequently report that they appreciate her strategic insights as well as her very practical, business-minded approach. Marcia truly enjoys working directly with her company clients and forms long-term relationships with her clients. As an example, many of her entrepreneur clients return to work with Marcia across two, three or even six different companies.

Marcia's work spans the entire corporate life cycle of companies, from the earliest stages to multi-billion dollar sale transactions or public offerings.

Marcia combines her dynamic company practice with a top-tier investor-side practice, routinely representing venture capital firms in their investment activities, related business matters and strategic counseling.

Marcia is a member of the firm's Management Committee and Compensation Committee.

Deal Highlights

Marcia has extensive experience handling large exit transactions and serving as outside counsel for leading technology growth companies nationwide, including:

- Representation of leading tech companies across the Midwest, including a stealth company in the automotive space in its Series B financing, a Michigan-based autonomous vehicle company in its successful financing rounds and joint venture transactions, an AI/software company for automotive and other logistics companies in its equity and debt financing transactions, and representation of Chicago-based healthcare-AI company in its successful venture financings and buy-side acquisitions
- Representation of early-and late-stage pharmaceutical companies based in South San Francisco, Southern California, and Ann Arbor in recent successful venture financings
- IPO for Theseus
- IPO for ARMO, and subsequent sale to Eli Lilly for \$1.6 billion
- IPO for Arcus Biosciences
- Acquisition of client ServiceMax by GE Digital for \$915 million
- Acquisition of client True North Therapeutics by Bioverativ for \$825 million
- Acquisition of client Flexus Biosciences by Bristol Myers Squibb for \$1.2 billion
- Cross-border acquisition of client Deepfield by Nokia
- Acquisition of clients by various acquirers, including Oracle, Facebook, VMware, Roche, Gilead, and Nova Measuring Instruments
- Completed hundreds of venture financings, from early-stage seed rounds to late-stage mezzanine rounds

Credentials

EDUCATION

- University of Michigan Law School, J.D.
- University of California, Berkeley, B.A., History

BAR ADMISSIONS

- Michigan
- California
- New York

Focus Areas

Corporate Governance & Strategy

Fund Investments in Companies

Initial Public Offerings (IPOs) & Direct Listings

Life Sciences

Mergers & Acquisitions

Public Companies/Public Offerings

Seed, Venture and Growth Financings

Case Study: True North Therapeutics

Background

Marcia Hatch, a partner at Gunderson Dettmer, represents a variety of life sciences companies throughout their lifecycles, and has led many of them to successful mergers and acquisitions and initial public offerings, including the acquisition of Flexus Biosciences to Bristol Meyers Squibb for \$1.2B, the largest purchase price of a preclinical trial life sciences company at the time.

True North Therapeutics was spun out of Gunderson Dettmer client iPierian, Inc. Nancy Stagliano, CEO of iPierian, became CEO of True North.

Approach

Gunderson Dettmer corporate, tax and intellectual property lawyers, led by Marcia, structured True North's spinout from parent company, iPierian, and worked to extract the IP that would become its lead pharmaceutical product candidate, TNT009, a drug for the treatment of rare auto-immune diseases. While True North's scientists worked on product development, Marcia, Nancy and their teams negotiated a series of venture financings to fund the company's R&D efforts.

As TNT009 advanced through clinical trials and the company began the parallel development of more drug candidates, Nancy and her team needed a broader funding strategy. True North and Gunderson developed a multi-pronged plan that included preparing for an IPO, conducting a mezzanine financing, and developing key strategic relationships.

Outcome

As True North readied for its IPO in May 2017, Bioverativ (NASDAQ: BIVV), a global biotechnology company, presented Nancy and her team with an acquisition offer. Gunderson's M&A specialists negotiated a definitive agreement to sell True North for up to \$825 million in just three weeks.

"Gunderson's team has always been a true partner for True North—an extension of our management," said Nancy Stagliano, CEO. "We needed every bit of their experience with complex transactions to make this happen in a way that benefitted everyone. Their strategic guidance, knowledge of our investors and their needs, and ability to structure financings and exit transactions in creative, win-win ways, has really guided us toward success from the very beginning."

Related News & Insights

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LIVING Life Sciences Shortlists Gunderson Dettmer and Partner Marcia Hatch in 2024 Life Sciences Americas Awards

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Star Therapeutics Announces \$90M Series C Financing Led by Sofinnova

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Gunderson Dettmer Advised Sales Agents on Arcus Biosciences, Inc. "At-the-Market" Offering

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Lightspeed Venture Partners Co-Leads \$110M Series A Financing of Triana

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Neuron23 Raises \$100M Series C Financing

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Electra Therapeutics Raises \$84M in Series B Financing

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